

SCHEDULE 1GRADE SPECIFICATIONSCOST AND SELLING PRICES OF MARCH 31, 1942

TRADE NAME: 100% PURE PREPARED PAINT  
 CATEGORY: Exterior House Paint  
 COLOR: White  
 NUMBER:  
 QUALITY: First

|                            | LB. | YIELD IN GALLONS | UNIT COST | TOTAL COST |
|----------------------------|-----|------------------|-----------|------------|
| PIGMENT: 66% 66%           |     |                  |           |            |
| Basic Carbonate White Lead | 113 | 2.03             | .0884     | 9.99       |
| 50% Leaded Zinc Oxide      | 780 | 15.60            | .079      | 60.62      |
| Titanox B                  | 223 | 6.24             | .0606     | 13.51      |

VEHICLE: 33% 34%

|                        |     |      |      |       |
|------------------------|-----|------|------|-------|
| Raw Linseed Oil        | 233 | 30.0 | 1.08 | 32.40 |
| Boiled Linseed Oil     | 250 | 32.0 | 1.11 | 35.52 |
| Turpentine Gum Spirits | 77  | 11.0 | .87  | 9.57  |
| 2-Bodied Linseed Oil   | 23  | 3.0  | 1.47 | 4.41  |

|                           |      |       |        |
|---------------------------|------|-------|--------|
| CALCULATED YIELD          | 1699 | 99.87 | 166.02 |
| MANUFACTURING LOSS 2-1/2% |      | 2.47  |        |
| ACTUAL YIELD              |      | 97.40 |        |

COST ANALYSIS:

|                                                                        |      |
|------------------------------------------------------------------------|------|
| MATERIAL COST PER GALLON OR LB. (TOTAL COST DIVIDED BY ACTUAL YIELD)   | 1.70 |
| DIRECT LABOR COST PER GALLON, OR POUND                                 | .10  |
| FACTORY OVERHEAD PER GALLON, OR POUND                                  | .19  |
| BULK COST PER GALLON, OR POUND                                         | 2.99 |
| COMPLETE PACKAGE COST PER GAL. OR LB. (CONTAINER PLUS FILLING EXPENSE) | .14  |
| FACTORY COST IN PACKAGE PER GALLON, OR POUND                           | 2.13 |

PRICES

|                                                              |         |
|--------------------------------------------------------------|---------|
| (A) TO A COMPANY OWNED OR CONTROLLED OUTLET                  | \$ 2.26 |
| (B) TO AN INDEPENDENT WHOLESALER                             | none    |
| (C) BY COMPANY OWNED OR CONTROLLED OUTLET TO RETAIL CUSTOMER | 3.60    |
| (D) TO AN INDEPENDENT RETAILER (DEALER)                      | 2.34    |
| (E) TO OTHER (SPECIFY) Painters                              | 3.24    |

**MATHEWS**SINCE  
1887**100% PURE  
HOUSE PAINT**

OUTSIDE WHITE

**OPA 000297**